EXPOSURE FEE ADVICE CROATIA

PRIVATE SECTOR CREDITS

EXPOSURE FEE LEVEL 5

A. SOVEREIGN (e.g., Finance Ministry Guarantee):	TRANSACTION RISK INCREMENT:				NT: Se	See Public Sector Chart				
B. POLITICAL ONLY COVER:	TRANSACTION RISK INCREMENT: -				NT: -1					
C1. BORROWERS/GUARANTORS with RATED/TRADED	CROSS BORDE	R (HARD C	CURRENCY) DEBTS:						
TRANSACTION RISK INCREMENT:	0	0	0	()	1	2	3	4	
LONG-TERM (S&P, others)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB			BB-	B+,B	B-	
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa3		•	Ba3	B1,B2	В3	
SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-3		В		C		
SHORT-TERM (TBW)	TBW-1	TBW-2	TBW-3	TBW-4						
SHORT-TERM (Moody's)		P-1	P-2	P-3	3					
SPREAD (bp) over T-YIELD <	40	70	140	250)	400	600	900	1500	
SPREAD (bp) over LIBOR <	10	40	90	220)	370	570	870	1470	
C2. BORROWERS/GUARANTORS with INTRA-COUNTR	Y (LOCAL CURR	ENCY) RA	TINGS:							
TRANSACTION RISK INCREMENT:	0	0	0	()	1	2	3	4	
LONG-TERM (S&P, TBW)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB	- <u></u> - BB+	,BB	BB-	B+,B	B-	
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa3	Ba1,	Ba2	Ba3	B1,B2	В3	
SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-3	3	В		С		
SHORT-TERM (Moody's)		P-1	P-2	P-3	3					
FINANCIAL STRENGTH (Moody's)	A/B	В	B/C	C	:	C/D	D	D/E	Е	
INTRA-COUNTRY ISSUER (TBW)	IC A/B	IC B	IC B/C	IC C	; IC	C/D IC	D IC	D/E	IC E	
INDIVIDUAL (IBCA)	A/B	В	B/C	C	:	C/D	D	D/E	Е	
INDIVIDUAL (Capital Intelligence)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB	BB+	,BB	BB-	B+,B	B-	
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FINANCIAL INSTITUTIONS: *TRANSACTION RISK INCREM								MENT:	0	
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHER THAN FINANCIAL INSTITUTIONS: *TRANSACTION RISK INCREME								MENT:	1	
E. UNRATED LARGEST (PROFITABLE) FINANCIAL INSTITUTION: MAXIMUM TRANSACTION RISK INCREMENT:							MENT:	0		
F1. UNRATED BORROWERS/GUARANTORS OTHER TH		NSTITLITIC								
	IAN FINANCIAL I	NSTITUTIO	<u>/NS.</u>	41/	0)/	0.1/	437	0.1/	>6X	
DEBT TO TANGIBLE NET WORTH				<1X <2X			<3X <4X <6X			
						ACTION R	TION RISK INCREMENT:			
ODEDATING		>	25%	0	0	0	1	2	3	
OPERATING CASH FLOW			20%	0	0	1	2	3	4	
(2-YEAR AVERAGE)			15%	0	1	2	3	4	4	
TO DEBT			10%	1	2	3	4	4	4	
			>5%	2	3	4	4	4	4	
			>0% <0%	3 4	4	4	4	4	4	
F2 LINDATED FINANCIAL INSTITUTION DODDOWEDS/	CHADANTODE.		C 0 /6	4	4	4	4	4	4	
F2. UNRATED FINANCIAL INSTITUTION BORROWERS/	GUARANTORS:			0	0	4	2	2	4	
TRANSACTION RISK INCREMENT:					0	1	2	3	4	
SHAREHOLDER'S EQUITY TO ASSETS				>8%	>7%	>6%	>5%	>4%	<4%	
NET INCOME TO ASSETS (2-YEAR AVERAGE)				>2.5%	>2.0%	>1.5%	>1.0%	>0.5%	<0.5%	
BORROWED FUNDS TO NET LOANS LIQUID ASSETS TO ASSETS				<40% >25%	<60% >20%	<80% >15%	<100% >10%	<120% >5%	>120% <5%	
RESERVES TO NON-PERFORMING ASSETS				>200%	>175%	>15%	>10%	>100	<100%	
				- 200 /0	- 110/0	- 100/0	- 120	> 100	100/0	
* MAY NOT APPLY IF A TRANSACTION RISK INCRE	MENT HAS BEEI	V PRE-APP	ROVED				Effect	ive: 02/	06/2009	

EXPOSURE FEE ADVICE CROATIA

PUBLIC SECTOR CREDITS

EXPOSURE FEE LEVEL 5

A. SOVEREIGN (e.g., Finance Ministry Guarantee):	TRANSACTION RISK INCREMENT: 0								
B. POLITICAL ONLY COVER:	TRANSACTION RISK INCREMENT: See Private Sector Ch					art			
C1. BORROWERS/GUARANTORS with RATED/TRADE	O CROSS BORDE	R (HARD C	URRENCY	DEBTS:					
TRANSACTION RISK INCREMENT:	0	0	0	(0	1	2	3	4
LONG-TERM (S&P, others)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB	- <u>-</u> - BB+	 -,BB	BB-	B+,B	B-
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa		Ba2	Ba3	B1,B2	В3
SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-:		В		C	
SHORT-TERM (TBW)	TBW-1	TBW-2	TBW-3	TBW-	4				
SHORT-TERM (Moody's)		P-1	P-2	P-S	3				
SPREAD (bp) over T-YIELD <	40	70	140	250)	400	600	900	1500
SPREAD (bp) over LIBOR <	10	40	90	220)	370	570	870	1470
C2. BORROWERS/GUARANTORS with INTRA-COUNTR	RY (LOCAL CURR	ENCY) RA	TINGS:						
TRANSACTION RISK INCREMENT:	0	0	0	(0	1	2	3	4
LONG-TERM (S&P, TBW)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB	- BB+	-,BB	BB-	B+,B	B-
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa	3 Ba1,	Ba2	Ba3	B1,B2	В3
SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-3	3	В		С	
SHORT-TERM (Moody's)		P-1	P-2	P-	3				
FINANCIAL STRENGTH (Moody's)	A/B	В	B/C	(C/D	D	D/E	Е
INTRA-COUNTRY ISSUER (TBW)	IC A/B	IC B	IC B/C	IC (C IC	C/D IC	D IC	D/E	IC E
INDIVIDUAL (IBCA)	A/B	В	B/C	C		C/D	D	D/E	E
INDIVIDUAL (Capital Intelligence)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB	- BB+	-,BB	BB-	B+,B	B-
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FINA	NCIAL INSTITUTI	ONS:			*TRANSA	CTION R	ISK INCRE	EMENT:	0
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHER THAN FINANCIAL INSTITUTIONS: *TRANSACTION RISK INCREMENT:							EMENT:	1	
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN	STITUTION:		r	MAXIMUM	TRANSA	CTION RI	SK INCRE	MENT:	1
F1. UNRATED BORROWERS/GUARANTORS OTHER TI	HAN FINANCIAL I	NSTITUTIO	NS:						
DEBT TO TANGIBLE NET WORTH				<1X	<2X	<3X	<4X	<6X	>6X
		TRANSACT			ACTION F	RISK INCR			
			250/	0	0	0	1	2	2
OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT		>25% >20%		0	0	1	2	3	3 4
		>15%		0	1	2	3	4	4
		>10%		1	2	3	4	4	4
		>5%		2	3	4	4	4	4
			>0%	3	4	4	4	4	4
			<0%	4	4	4	4	4	4
F2. UNRATED FINANCIAL INSTITUTION BORROWERS	/GUARANTORS:								
TRANSACTION RISK INCREMENT:				0	0	1	2	3	4
SHAREHOLDER'S EQUITY TO ASSETS				>8%	>7%	>6%	>5%	>4%	<4%
NET INCOME TO ASSETS (2-YEAR AVERAGE)				>2.5%	>2.0%	>1.5%	>1.0%	>0.5%	<0.5%
BORROWED FUNDS TO NET LOANS				<40%	<60%	<80%	<100%	<120%	>120%
LIQUID ASSETS TO ASSETS				>25%	>20%	>15%	>10%	>5%	<5%
RESERVES TO NON-PERFORMING ASSETS				>200%	>175%	>150%	>125%	>100%	<100%
* MAY NOT APPLY IF A TRANSACTION ICRAS RATI	NG HAS BEEN P	RE-APPRO	VED				Effective	: 02	06/2009